



New Skies Satellites Corporate Overview

New Skies Satellites N.V. (AEX, NYSE: NSK) is a global satellite communications company offering video, Internet, voice and data communications services to a range of government agencies and contractors, broadcasters, Internet service providers and telecommunications carriers around the world. With its network of six geostationary satellites, we are one of only four fixed satellite services companies with truly global satellite coverage.

New Skies is headquartered in The Hague, the Netherlands and has offices in Washington, D.C., Beijing, Johannesburg, New Delhi, São Paulo, Singapore, and Sydney. The company began operations in November 1998 as a commercial spin-off from Intelsat.

New Skies' well-diversified customer base of more than 200 companies includes British Telecom, France Télécom, Telecom Italia, BBC, CNN, EBU, Data Access and a number of Internet service providers.

The Services

New Skies' core business covers three main services: video distribution and contribution, Internet-related services, and telephony and other data applications, each contributing 37 percent, 30 percent, and 33 percent respectively to revenues in 2002.

- ***Video Distribution and Contribution***

Point-to-point and point-to-multipoint distribution of video transmissions to broadcast affiliates and cable headends around the world, and in some cases directly to business networks via small satellite antennas. Uplink and downlink capabilities; interconnection to terrestrial network facilities; compression of digital video; and signal monitoring.

- ***Telephony and Other Data Applications***

New Skies provides space segment capacity for a number of telephony applications worldwide. In particular, New Skies offers interconnection to terrestrial network facilities; uplink and downlink capabilities; switching; and in the future, network design and system engineering services.

- ***Internet-Related Services***

New Skies offers uplink and downlink of Internet traffic for international ISPs to and from its satellites. This allows faster, more reliable Internet access for end users than cable, particularly in areas with less developed infrastructure, or remote areas. Other services include network design and systems engineering services.

Financial Highlights

Revenues for the year 2002 were \$200.5 million, EBITDA was \$110.3 million, and net income was \$18.7 million, prior to the effect of the adoption of the new accounting principle relating to goodwill, the Statement of Accounting Standards No.142 (SFAS 142), which was introduced on January 1, 2002. Balance sheet is virtually debt-free.

The Network

- **Satellites**

The company operates a global network of six satellites: NSS-513, NSS-703, NSS-806, NSS-5, NSS-6 and NSS-7. New Skies has one additional spacecraft under construction. The company has secured certain rights to make use of additional orbital positions, including four serving the Americas.

- **Mediaports**

New Skies has built a comprehensive strategy of partnering with leading teleport operators throughout the world for the global transmission and distribution of customer broadcast feeds, cable programming, IP traffic and voice and data services. New Skies' recently enhanced Washington Mediaport provides access to the United States and offers co-location facilities as well as local loop connectivity to a major metro video hub and North American fiber network.

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